

By Hand Delivery

May 5, 2008

The Honorable Leonard P. Stark United States District Court 844 North King Street Wilmington, DE 19801 The Corporate Plaza
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P.O. Box 410
Wilmington, Delaware 19899
(Courier 19801)
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Re: Sea Star Line, LLC v. Emerald Equipment Leasing, Inc. C.A. No.: 05-245 (JJF)(LPS)

Dear Judge Stark:

This is Sea Star Line, LLC's ("SSL") response to Emerald Equipment Leasing, Inc.'s ("EEL") letter date April 30, 2008 regarding discovery issues.

On April 21, 2008, SSL responded in detail to EEL's allegations as to outstanding discovery issues and requested certain information. EEL's attorney merely replied: "Emerald believes the responses you provided below to the issues raised are inadequate" D.I. 184-3 at 11. Having reviewed EEL's letter dated April 30, 2008, SSL submits:

Trucker Invoices

1. EEL's assertions that "[i]n its initial March 3, 2008 document production, Sea Star copied only the front page of the invoices" and provided only "partial invoices" are, at best, false. D.I. 184 at 1. Prior to and during the December 20, 2007 hearing, EEL "tailored" or "targeted" demands for certain truckers' invoices to SSL. D.I. 151 at 8; D.I. 158 at 62. EEL's attorney represented "what we've asked for is basically trucker information, because the trucker information has both the containers and the chassises.... [T]he client [EEL] has said, you know what, if we could get the trucker invoice, that will list the chassises...as well." D.I. 158 at 47. With respect to the five largest trucking companies, the Court ordered that "Sea Star shall provide copies of all invoices exchanged between Sea Star and those companies for services rendered between April 29, 2002 and September 30, 2002." D.I. 160 at 7.

The definition of "invoice" is "[a]n itemized list of goods or services furnished by a seller to a buyer, usu. Specifying the price and terms of sale" <u>Black's Law Dictionary</u> 833 (7 ed. 1999). In compliance with the Court's Order, SSL personnel located its warehoused accounting files; they extracted, copied, and provided 5870 invoices from these trucking companies for services rendered during the relevant period. Attached as Exhibit "A" are examples of each trucker's invoices. These

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documents are not merely "the front page of the invoices" or "partial invoices." They are in fact the invoices.

Nevertheless, EEL evidently found that truckers' invoices did not "list the chassises." EEL's attorney later complained that "the primary issue is whether we are going to get the other documents with the trucker invoices which show all the equipment used, including chassis." D.I. 184-3 at 5 (emphasis added). Rather than raise issues regarding the Order's specific requirements or endure further accusations of manipulation [D.I. 158 at 60], SSL boxed and sent the original accounting files to Wilmington for EEL's inspection. The files include not only the invoices but also the other materials furnished by these truckers as "backup" or "accompanying" documentation to SSL.

EEL does not identify what "requested backup documentation" or "accompanying documentation" allegedly is missing from the SSL files. Whether or not "Emerald discovered that only about 20% of the invoices in question had the requested backup documentation" [D.I. 184 at 2], is immaterial. The explanation is simple: Undisputably the third-party truckers prepared and submitted invoices and whatever documentation they deemed necessary in billing SSL for movements. One trucker may have furnished copies of TIRs, while others may have supplied copies of documents such as booking notes. That the truckers' invoices and accompanying documentation may not satisfy EEL is not SSL's fault. Surely EEL cannot be accusing SSL of failing to produce not only the invoices but also the other documentation received from truckers and stored for several years in the ordinary course of business. Throughout this litigation SSL has produced thousands of TIRs, as well as depot records. If EEL believes the invoice information provided by truckers is incomplete, any recourse would be to the truckers.

- 2. To determine the five largest truckers, SSL utilized its accounting records, which are based on "dollar amount of the invoices," not "number of loads moved and equipment pieces involved." D.I. 184 at 2. To search for truckers as EEL has suggested would require SSL to examine and analyze every piece of documentation from every trucker in the relevant time period and add up each piece moved. Clearly, this is an overly burdensome request. Based on its records, SSL has identified Eagle Systems as one of the five largest truckers during the relevant period. SSL has satisfied its obligations.
- 3. Notwithstanding EEL's suspicions and suppositions, Caribbean Shipping Services Inc.'s invoices evidence its billings for trucking services. EEL "understanding" as to how "Caribbean is known in the industry" remains unsupported and irrelevant. *Id.*

Vessel Manifests

EEL's contention that "numerous 'blank manifests'" appear in SSL's production either specifies non-SSL vessels, operated by third parties, or may concern manifests outside the May 1, 2002 through June 30, 2002 time frame of the Order. As to the "Simone J" and "Island Trader," for example, each "cover page" is in reference to a manifest that SSL does not have and is not in the SSL

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computer system; SSL long ago produced copies of the documentation prepared and provided by the carriers which operated these vessels. "Producer," "Hawaii," and "Discoverer" are Horizon Lines vessels. To the extent that SSL had received manifests from third-parties, SSL has produced those documents.

Interrogatory No. 1

EEL's complaint as to Interrogatory No. 1 is unfounded. EEL produced paper copies of its "invoices," which are merely EEL's compilation of information on an excel spreadsheet. SSL requested that EEL produce the spreadsheets in electronic format. EEL refused. After many months, EEL finally produced the spreadsheets in electronic format. However, that version did not match the paper version previously produced by EEL. Apparently EEL has continued to revise its "invoices," which relate to over 6,000 pieces of equipment. SSL is concerned that as EEL continues to update its "invoices," SSL will have to go through the process of trying to determine what edits were made. Therefore, SSL suggested to EEL that a process needs to be put into place whereby SSL will be provided with updated "invoices" which make clear what edits have been made. Further, there needs to be an agreement on a deadline for edits to the "invoices" as it will be difficult for SSL to respond to continual updates prior to trial. SSL expressed these concerns with EEL's counsel. Because the same issue could arise with the exhibits to SSL's answer to interrogatory No. 1, SSL suggested that the process be agreed upon before the parties start exchanging electronic documents. This is a reasonable request, to which EEL has not provided a proposal. SSL has not refused to provide the requested information.

Conclusion

According to EEL, less than 10% of the 5870 invoice copies, together with numerous other documents, produced by SSL-i.e., "approximately 500 trucker invoices" – disclose "SSL's use of Emerald's equipment". D.I. 184 at 3. EEL alleges that "approximately 223 of these invoices included Emerald chassis which were never shown on Sea Star's self-billing reports" and that "approximately 28 of the chassis which appeared on the trucker invoices involved Emerald equipment which Emerald had not previously identified as equipment used by Sea Star and now must be added to Emerald's claim." *Id.* Until EEL makes a claim identifies such "catch me if you can" chassis, comprising less than ½% of the equipment involved in the trucker invoices, and makes a claim, SSL cannot respond. For instance, SSL cannot determine whether any of the 28 chassis was involved in shipments in process or was sold to SSL or another party. At best EEL's conclusion reveals that its contentions lack real substance.

Respectfully,

Kathleen M. Miller (2898)

Ronald Gellert, (w/encl.) by electronic filing Alan I. Moldoff, Esquire (w/encl)(by email)

05130|CORA|10043075.WPD

Exhibit A



REMIT TO P.O. DRAWER 505 GRIFFIN, GA 30224

CUSTOMER COPY PLEASE INCLUDE FREIGHT BILL NUMBER ON ALL CORRESPONDENCE AND REMITTANCES

		GHIFFIN. GA	30224	· · · · · · · · · · · · · · · · · · ·
PPER	BILL DATE	DISPATCH DATE	BOOKING #	FREIGHT BILL #
SEA STAR 5860 WILLIAM MILLS ST	5/24/02 BILL OF LADING:	5/22/02	GU585N@36@	FC149827
BLOUNT ISLAND TERMINAL JACKSONVILLE FL 32226	DRIVER: CARVER TRACTOR #:	UT: 5/22/0 2 IN: / /		
NSIGNEE	CONT 1:	I GUNT 2:		
CUTLER HAMMER C/O DIAMOND	UXXU48¢	が記名 タク DESCRI	PTION	CHARGES
CHARLOTTE NC 28273	Freight Charges: FUEL SUR-CHARGE			4 ଅପ. ଅପ ଅ. ଅପ
TO 5198		-	ENTEREN	
SEA STAR 100 BELL TEL WAY SUITE 300 JACKSONVILLE FL 38216		Ai li (ENTERED In Edwards	
C/O:			TOTAL	
	Billing Inc	uiries: (704)	1827-1189 '	े प्रश्व राष्ट्र

EAGLE SYSTE	MS, INC. HER DRIVE, #4	6/19/02 ORDER NUMBER43034-00	31345 RETURN DATE	1170 1	of 9 ER TO THIS NUMBER CORRESPONDENCE NO.
REFERENCE NUMBER VO4954 A.A.	TRAILER/CONTAINER NUMBER STRU488543-8	 	EAL NUMBER	BC05	8004303400
SHIPPER	CONSIGNEE EAGLE SYSTEMS - JAX 1921 HECKSCHER DR. UNIT 4 JACKSONVILLE, FL 32218		ONS LES,FL/JAX 4	B'HC	
INVOICE TO: SEA STAR LII 100 BELL TEI JACKSONVIL	WAY SUITE 300	JUN 2 4 2002	P.C WE	PLEASE REMO GLE SYSTEMS, I D. BOX 2177 ENATCHEE, WA S D9) 884—7575	NC. 98807 – 2177
	ESCRIPTION OF SERVICES		UNITS	RATE	CHARGES
JAX/LAKE WALES, FL/JAY FUEL SURCHARGE 2%	x		1.0	1	400.00
	do		27 2002 SUSAN	d Po	
TERMS: Net Payable Upon Rece	ipt LATE CHARGE:	1 1/2 % PER MONTH	тот	AL CHARGES >	408.00
REMTI	TANCE SLIP - Please in	clude with your paymen	t – REMITTA	ANCE SLIP	
058 6/19/02 CUST	OMER CODE INVOICE NO. 31345 BC05800	4303400		PLEASE REMI	T TO:
REFERENCE MUMBER IVO4954	TRAILERCONTAINER STRU488			GLE SYSTEMS, I D. BOX 2177	NC.

SEA STAR LINE, LLC 100 BELL TEI WAY SUITE 300

JACKSONVILLE, FL 32216

TOTAL CHARGES >

408.00

CARIBBEAN SHIPPING SERVICES INC.

INVOICE

505 DENNIS STREET

'ACKSONVILLE, FLORIDA

32204

EMAIL:

²HONE: 904-358-3200

FAX: 904-358-0032

CSS-30067T

5/10/2002

SEA STAR LINES TO

> 100 BELL TEL WAY SUITE 300 JACKSONVILLE, FL 32216

SHIPPER CONSIGNEE

SMITHFIELD PACKING CO. NORTHWESTERN SELECTA

PIECES:

1895

WEIGHT: 48624.00 LB

22101.82 KG

DESCRIPTION: LOAD# 4110/PO#4488/4446/ORDER#7095.

ORIGIN: JAX

DESTINATION: SJ

CUST REF: 4110

SHIPLINE: SEASTA

VESSEL: EL MORRO

JUL 0 3 2002

U1: 5988

VOYAGE: 260

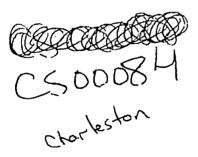
DEPARTURE: 5/10/2002

BL: PRMU595526

HOUSE #:

FILE #: CSS-30067

CODE	DESCRIPTION			
REPO	REPOSITIONING CHARGES		250.00	



75430

Total USD:

250.00

COMMENTS:

REMIT TO: CARIBBEAN SHIPPING SERVICES

1505 DENNIS STREET

JACKSONVILLE, FL. 32204

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mit to:

Carolina National Transportation, Inc.

Carolina National Transportation, Inc.

P.O. Box 6197

Chicago, IL 60680-6197

(843)849-0451

PRO NUMBER: CNT-654253

CONSIGNEE: SEA STAR LINES

BLOUNT ISLAND

JACKSONVILLE, FL 32099

FREIGHT BILL

SHIPPER: SHERWIN WILLIAMS

400 WINTER HAVEN ROAD

WINTER HAVEN, FL 33880

SEA STAR LINES LLC BILL TO: 100 BEL TEL WAY

SUITE 300

Jacksonville, FL 32216

Requirements:

ENTERED

NOV 2 1 2002

COOKIE

Date Billed Date Shipped Delivery Date Pro Number Agent 17/17/2002 07/09/2002 07/10/2002 CNT-654253 CNJ

Customer Ref # ...NPRU675115

of Pcs	Actual	Description	Unita	Rate	Total
		O Containerized Freight O CONTAINER# NPRU 675115-9 O BK# LL 15229 O REF# Q-91	1 0 0 0 0	375.00 0.00 0.00 0.00 0.00	375.00 0.00 0.00 0.00 0.00

MS: All accounts due 15th day following purchase. AMOUNT DUE 375.00 lure to make payment 30 days after date is basis for legal action

be taken and buyer agrees to pay all court costs and reasonable attorney s with interest at 1-1/2% per month which is equal to 18% annum.

White Copy is Original Freight Bill

Now 04 2002

IKTERMODAL

not in the sys. 11/1

INTERNATIONAL TRANSPORTATION, INC.

4.9. BOX 31524 WARTFORD, CT 106150-1524

INVOICE NO: 2195697

INVOICE DATE: 5/17/02

- 201)997-4400

PAGE NO:

REP. NO.: 50

Bill to:

DELIVERED TO:

TO STAR LINE

H&M

ACCOUNT NO: 0146750

100 BELL TELL WAY

KEARNY

NJ 07032

PURELINAVILLE FO SER46

PIER PACKER TWL S/S LINE NAVIERAS H & M REF # 31710

THER WE ACCURE FOR BY UNIT DESCRIPTION

RATE AMOUN

TOWTAINER CAXU 7059945 OUR ORDER 2126943 FULL

7 407 402

DRAYAGE 0/0 82.00 82.0

BEOKER:

200岁的 校园医事本

E1. #: 1

1. EΑ

PICKED UP: 5/07/02

DELIVERED: 5/07/02

RETURNED: 5/07/02

PO# 8

ENTERED

OCT 0 2 2002

BY: SUSAN

PLEASE MAKE CHECK PAYABLE TO --> H & M INTERNATIONAL TRANS. INC.

TERMS: NET UPON PRESENTATION

PLEASE PAY THIS AMOUNT

\$82.00